

What is claimed is:

1. A system for management of quotations, the system comprising:
 - a database for storing information on channel products and contracts, preset formulas, and quotations;
 - an application server for receiving input information, processing the information, and generating quotations, the application server comprising:
 - an information maintaining module for adding, modifying, searching, and deleting information on channel products and contracts stored in the database;
 - a standard price confirming module for confirming a standard price of each product, wherein the standard price is an average price of each channel product;
 - a contract price confirming module for confirming a contract price of each product, wherein the contract price is an average price of each contract product;
 - a quoted price confirming module for comparing the standard price and the contract price of the product and confirming a quoted price; and
 - a quotation generating module for generating a quotation, transmitting the quotation to the customer and storing the quotation in the database; and
 - a plurality of client computers for providing interfaces for users to maintain information.
2. The system for management of quotations as described in claim 1, wherein the information maintaining module comprises:
 - a channel product information maintaining sub-module for adding, modifying, searching, and deleting information in a channel product information table stored in the database; and
 - a contract information maintaining sub-module for adding, modifying,

searching, and deleting information in a contract information table stored in the database.

3. The system for management of quotations as described in claim 1, wherein the standard price confirming module comprises:

a channel price searching sub-module for searching the channel price of a product; and

a standard price calculating sub-module for calculating the standard price of the channel product according to the information and the preset formulas stored in the database.

4. The system for management of quotations as described in claim 1, wherein the contract price confirming module comprises:

a customer contract searching sub-module for searching the contract price of a product stored in the database; and

a contract price calculating sub-module for calculating the average price of the contract product according to the information stored in the database and storing the contract price of the contract product in the database.

5. A method for management of quotations, the method comprising the following steps:

(a) maintaining information on channel products and contracts;

(b) determining whether there are any relevant contracts relating to a particular customer stored in a database;

(c) confirming a standard price for each channel product if there are no contracts relating to the customer stored in the database;

(d) confirming a contract price for each contract product if there are one or more contracts relating to the customer stored in the database;

(e) confirming a quoted price according to the standard price or the contract

price; and

(f) generating a quotation according to the quoted price.

6. The method for management of quotations as described in claim 5, wherein step (c) comprises the steps of:

searching prices of channel products; and

calculating the standard price and storing the standard price in the database.

7. The method for management of quotations as described in claim 5, wherein step (d) comprises the steps of:

searching contract information; and

calculating an average price of contract prices, and storing the result in the database.

8. The method for management of quotations as described in claim 5, further comprising the step of transmitting the quotation to the customer and storing the quotation in the database.

9. A medium including encoded logic for management of quotations, comprising the logic operable to:

maintain information on channel products and contracts;

determine whether there are any relevant contracts relating to a particular customer stored in a database;

confirm a standard price for each channel product if there are no contracts relating to the customer stored in the database;

confirm a contract price for each contract product if there are one or more contracts relating to the customer stored in the database;

confirm a quoted price according to the standard price or the contract price; and

generate a quotation according to the quoted price.